Monthly US Lamb Market Update

April 2021 Issue

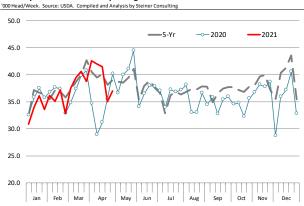
Prepared Exclusively for Meat & Livestock Australia - Sydney

April 30, 2021

USA Domestic Lamb Market - Supply/Demand Situation

- Easter rather early this year, bolstering slaughter in March and early April. There was also one extra marketing day in March 2021 vs. 2020 and two extra marketing days vs. 2019. This is a big part of the reason for the big increase in March slaughter. According to USDA, commercial sheep and lamb slaughter in March was 213,700 head, 26k head or 13.8% higher than a year ago and 23k head or 12.2% higher than in 2019. However, when we adjust for the extra marketing days, March 2021 slaughter was 8.9% higher than the COVID affected slaughter last year and only 2.5% higher than in 2019. It should also be noted that 2019 Easter was on April 21 compared to April 4 this year. The weekly slaughter data to the right offers a better picture of supply availability in March and early April. Weekly lamb and sheep slaughter data shows that slaughter in the four weeks ending March 27 averaged 44,272 head/wk, up marginally from last year and 1.7% higher than in 2019. In the four weeks ending April 24, weekly slaughter averaged 38,860 head/wk, up 14.5% compared to 2020 but 16% lower than in 2019.
- Monthly slaughter statistics showed robust growth in most states, with Texas, California and New Jersey accounting for the biggest share of the increase. Average carcass weights were 0.8% lower than the previous year in part because much of the increase came from states that normally slaughter lighter animals. esting, however, that the shifts in slaughter processing capacity are starting to impact the average weight of lambs slaughtered. Texas slaughter in March was up 3.8k head or 24% compared to a year ago. However, Texas lamb and mutton production in March was 55% higher than the previous year. This is due to the fact that the average weight of lambs and sheep slaughtered increased 24.4% from the previous year. Some animals that would have been processed in Colorado last year were shipped to Texas for processing. In recent years the trend has been to bring lambs to market at heavier weights but that was not the case everywhere. In March the average live weight of lamb and sheep slaughtered in California plants was 149 pounds compared to 155 pounds last year, a 4% decline (see attached table for more details).
- The supply of lamb and mutton in cold storage at the end of March 25.3 million pounds, 32.5% lower than last year and 22.6% lower than the five year average. We think this is largely due to the disruptions that COVID caused for the US restaurant industry. Given the demand uncertainty, distributors and others working with US foodservice operators were reluctant to have significant inventory. Lower inventories, rebound in demand, and higher beef prices will set the stage for significant lamb price inflation in Q2.

Weekly USA Lamb & Sheep Slaughter '000 Head/Week, Source: USDA, Compiled and Analysis by Steiner Cor



Top 10 States for Lamb/Sheep Slaughter and Production in February

Source: USDA-NASS. Analysis by Steiner Consulting

			2020			2021		Y/Y % Ch.
		Sltr.	Live Wt.	Prod.	Sltr.	Live Wt.	Prod.	
		'1000 hd	lb.	1000 lb.	'1000 hd	lb.	1000 lb.	Production
1	Colorado	59.2	164.0	9,683	55.1	165.0	9,083	-6%
2	California	25.5	155.0	3,954	30.2	149.0	4,481	13%
3	Texas	15.6	82.0	1,284	19.4	102.0	1,991	55%
4	New Jersey	12.8	78.0	993	16.5	80.0	1,325	33%
5	Pennsylvania	7.3	109.0	795	9.5	109.0	1,032	30%
6	Ohio	5.8	163.0	941	6.1	165.0	1,009	7%
7	Indiana	5.4	115.0	620	7.1	118.0	838	35%
8	Oregon	4.3	143.0	617	5.7	148.0	845	37%
9	New York	4.2	107.0	447	5.9	99.0	580	30%
10	Illinois	3.9	72.0	282	5.0	75.0	375	33%
	Other	43.7	113.4	4,957	53.2	117.0	6,223	26%
	United States	187.7	131.0	24,573	214	130.0	27,782	13%

OUNDS				LAMB A	ND MU	JTTON, (COLD	TORAG	E STOC	KS		
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20,000 —												
20,000 —	NAL	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC

Prepared by: Steiner Consulting Group 800.526.4612

Imported Lamb Supply and Price Trends

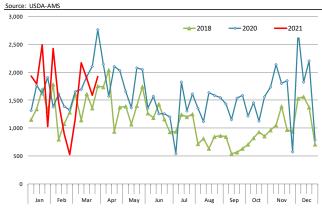
US lamb imports were sharply lower in February but, as we pointed out in our last report, this may have been due to weather disruptions. Imports recovered in March and they have been relatively strong in April as well. In the four weeks ending April 17, US lamb imports from Australia averaged 1,326 MT/wk, down 9% from a year ago. Imports for the week ending March 28, 2020 were extremely high, which tends to skew the comparison a bit. Imports from New Zealand during the reference period averaged 703 MT/wk, 4% higher than a year ago. In the last three weeks we have seen around 33 MT/wk coming from Chile, a modest volume but the only material imports not from Australia or NZ.

Australian shipments to the US were up in March but slowed down in April. Still, exports for the last two months show and increase year/year and we think this will eventually be reflected in the weekly and official US import statistics. Australian March export data shows total lamb shipments to the US market were 5,940 MT, up 10% compared to the previous year. We are currently projecting shipments for April at near 5,000 MT, 4% higher than a year ago but still about 8% lower than in April 2019.

Goat imports have been limited in recent months but should start to show some improvement in Q2. In the four weeks ending April 27, US goat meat imports from Australia averaged 229 MT/wk, 9% lower than the previous year. In the past Australia accounted for almost all US goat meat imports but in the last three months we have seen more supply become available from Mexico. Imports from Mexico in the last four weeks averaged 29 MT per week compared to just 4 MT during the same period last year. As a result, total US goat meat imports in the last four weeks were marginally higher than a year ago. March Australian goat meat shipments to the US were 1,138 MT, up 153% from the extremely depressed levels last year but still about 16% lower than in March 2019.

Imported lamb prices have been steadily improving and we expect prices will continue to climb in Q2 thanks to limited supplies in the US market, smaller freezer stocks and the rebound in foodservice demand. Prices for imported Australian legs are currently up 26-28% compared to a year ago. Cap off rack prices remain weak but they are now as much as 25% higher than at the start of the year. Please see page 6 for a full summary of imported lamb prices in the US.

Weekly Total Lamb Imports. Data in Metric Ton, Product Wt. Basis.

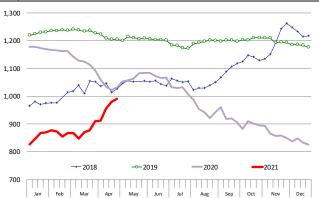


Summary of Australian Lamb Exports: Mar. 2021

Source: MAFF

	3/1/2020	3/1/2021	MT ch.	% ch.
China	6,945	5,607	(1,338)	-19%
Japan	1,441	931	(510)	-35%
South Korea	794	1,243	449	57%
		_		
Qatar	1,560	608	(952)	-61%
Dubai	1,667	1,453	(214)	-13%
Jordan	239	284	45	19%
		_		
USA East	3,711	4,283	572	15%
USA West	1,693	1,657	(36)	-2%
USA Total	5,405	5,940	535	10%
Malaysia	916	703	(213)	-23%
Papua New Guinea	879	940	61	7%
Other	5,251	4,953	(298)	-6%
Total Aus	25,097	22,662	(2,435)	-10%

Australian Lamb Racks, Fresh, Cap-off, 28 oz/up. 4-WK Moving Avg. Weekly Prices. Source: USDA



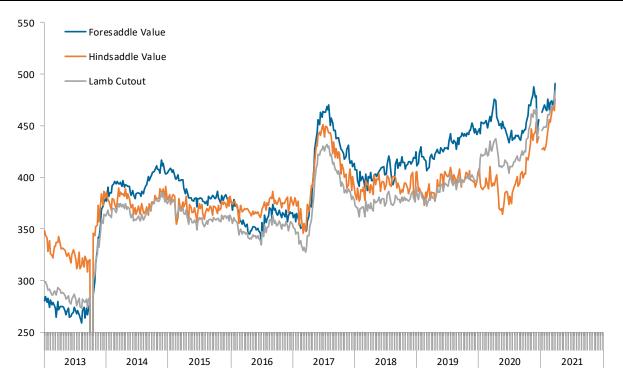
US Domestic Lamb Cut and Primal Values

Weekly Prices from USDA. Wt. Average

		3/26/2021	3/19/2021	w/w	3/27/2020	у/у
		US\$/cwt	US\$/cwt	% ch.	US\$/cwt	% ch.
Foresaddle	204 Rack, 8-Rib, Medium 209 Breast 207 Shoulders, Square Cut 210 Foreshank Neck	1055.9 267.7 363.9 458.8 207.3	965.8 297.8 358.5 455.9 238.4	9.3% -10.1% 1.5% 0.6% -13.0%	915.7 310.6 340.3 426.8 193.8	15.3% -13.8% 6.9% 7.5% 7.0%
Foresaddle V	alue	490.9	476.0	3.1%	469.1	4.6%
Hindsaddle	232 Loin, Trimmed, 4x4 232E Flank, Untrimmed 233A Leg, Trotter Off	704.0 227.9 437.2	693.3 190.6 426.3	1.5% 19.6% 2.6%	520.1 144.4 376.8	35.4% 57.8% 16.0%
Hindsaddle V	alue	476.0	464.3	2.5%	394.7	20.6%
Carcass Value	Carcass Value		470.3	2.8%	432.6	11.8%

Hindsaddle, Foresaddle and Total Lamb Cutout Value

Source: USDA Mandatory Price Reporting System



Domestic Lamb Cutout Value, USA

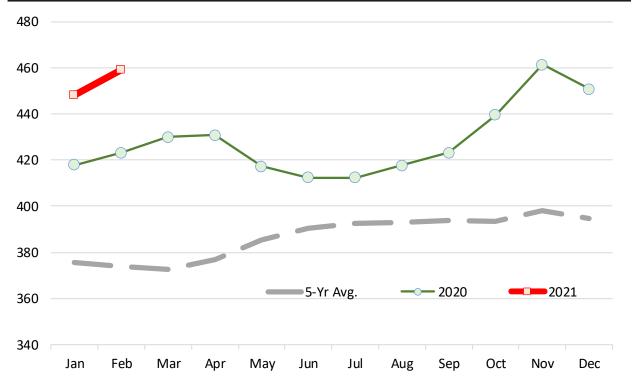
Source: Agricultural Marketin Service, USDA. \$ per 100 lb. Dressed Carcass

	2016	2017	2018	2019	2020	2021	5-Yr Avg.	% ch. vs. Yr Ago	% ch. vs. 5-Yr Avg.
Jan	358.74	348.34	368.85	383.43	417.78	447.93	375.43	7.2%	19.3%
Feb	351.23	338.77	370.47	386.61	423.08	459.01	374.03	8.5%	22.7%
Mar	347.15	332.97	369.88	382.21	429.97		372.44		
Apr	344.57	355.50	373.25	380.42	430.76		376.90		
May	342.63	400.16	377.43	389.48	417.20		385.38		
Jun	341.06	425.44	382.01	391.81	412.29		390.52		
Jul	343.29	428.96	381.66	397.03	412.33		392.65		
Aug	355.42	421.48	375.87	393.39	417.76		392.78		
Sep	356.77	414.16	378.23	396.62	423.22		393.80		
Oct	354.23	395.31	379.26	398.15	439.53		393.30		
Nov	354.47	386.74	379.39	407.49	461.31		397.88		
Dec	353.66	388.59	383.36	397.78	450.78		394.83		

Note: Monthly Cutout Value Calculated Using Weekly Data

USA Domestic Lamb Cutout Value

Monthly Avg. Price; Source: USDA



Slaughter Lamb Price, Sioux Falls, SD Basis

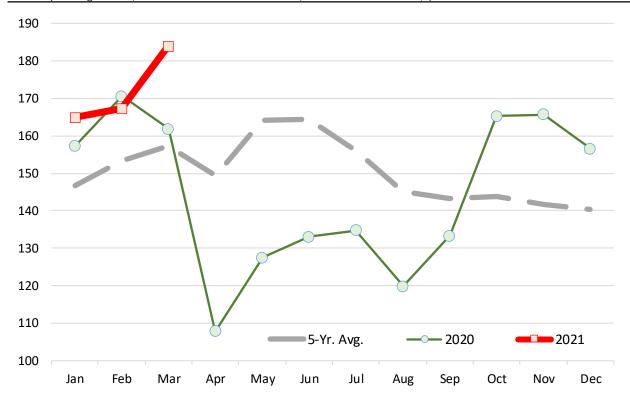
Monthly Average Prices, 100-150 lb. Wooled and Shorn, Choice & Prime 2-3. \$ per 100 lb.

	2016	2017	2018	2019	2020	2021	5-Yr. Avg.	% ch. vs. Yr Ago.	% ch. vs. 5-Yr Avg.
Jan	138.5	141.7	142.1	135.8	157.2	164.9	146.7	4.9%	12.4%
Feb	139.9	144.6	154.1	142.6	170.6	167.4	153.2	-1.9%	9.3%
Mar	135.5	158.1	153.6	150.4	161.9	184.0	157.3	13.7%	17.0%
Apr	143.0	177.9	156.0	162.2	107.8		149.4		
May	156.7	209.9	161.6	165.4	127.5		164.2		
Jun	164.0	200.6	166.6	157.4	133.0		164.3		
Jul	168.7	177.7	146.3	152.0	134.7		155.9		
Aug	166.0	156.3	132.4	151.5	119.8		145.2		
Sep	161.3	144.0	129.3	147.9	133.3		143.1		
Oct	140.3	134.3	130.4	148.4	165.3		143.7		
Nov	131.5	131.4	129.1	150.3	165.7		141.6		
Dec	134.3	126.8	133.0	151.7	156.5		140.4		

Source: USDA

Slaughter Lamb Price, Sioux Falls, SD Basis

Monthly Average Prices, 100-150 lb. Wooled and Shorn, Choice & Prime 2-3. \$ per 100 lb.



Imported Lamb Price Summary

Source: USDA Agricultural Marketing Service, Mandatory Price Reporting

	2020 Volume	2020 . Avg. \$	Ir	2020 nplied Value	Apr	27, 2020	Apr	· 19, 2021	Apr	26, 2021	% ch. vs. wk Ago	% ch. vs. Year Ago
Fresh/Chilled												
	Pounds	\$/lb.		Total \$								
AUS Shortloin, 1-Rib, 0x0	14,617,536	\$ 4.97	\$	72,600,507	\$	4.98	\$	6.03	\$	6.15	2.1%	23.5%
AUS Shoulder, Square-cut	8,994,775	\$ 3.22	\$	28,989,584	\$	3.22	\$	3.77	\$	3.71	-1.6%	15.3%
AUS Leg, bnls	6,268,292	\$ 4.36	\$	27,355,892	\$	-	\$	4.89	\$	4.78	-2.3%	
AUS Leg, semi bnls	1,985,283	\$ 4.08	\$	8,100,010	\$	4.16	\$	5.09	\$	4.90	-3.7%	17.6%
AUS Rack, FR, Cap-off, 20-24 oz	1,870,146	\$ 9.52	\$	17,796,182	\$	10.45	\$	10.57	\$	9.45	-10.6%	-9.6%
AUS Rack, FR, Cap-off, 24-28 oz	1,405,292	\$ 9.84	\$	13,832,964	\$	10.51	\$	10.70	\$	10.02	-6.4%	-4.7%
AUS Rack, FR, Cap-off, 28 oz/up	1,241,798	\$ 9.95	\$	12,360,440	\$	10.33	\$	9.92	\$	10.12	2.0%	-2.0%
AUS Shortloin, 1-Rib, 1x1	896,958	\$ 4.33	\$	3,885,234	\$	4.38	\$	5.79	\$	5.68	-1.8%	29.6%
AUS Foreshank, VP	605,016	\$ 3.36	\$	2,031,645	\$	3.54	\$	3.97	\$	4.07	2.5%	15.0%
AUS Shoulder, Square-cut, bnls	1,471	\$ 6.00	\$	8,826	\$	-	\$	-	\$	-		
Subtotal	37,886,567	\$ 4.88	\$	184,920,813	\$	4.25	\$	5.68	\$	5.60	-1.3%	31.8%
Frozen												
AUS Leg, Long	7,153,328	\$ 3.69	\$	26,425,668	\$	3.58	\$	4.52	\$	4.53	0.1%	26.4%
AUS Foreshank, LP	4,083,880	\$ 2.76	\$	11,269,505	\$	2.84	\$	2.80	\$	2.89	3.0%	1.8%
NZ Rack, FR, Cap-off, 16-20 oz	2,386,029	\$ 10.04	\$	23,946,315	\$	11.21	\$	8.18	\$	8.35	2.2%	-25.5%
AUS Shoulder, Square-cut	1,679,483	\$ 2.84	\$	4,765,242	\$	-	\$	3.04	\$	3.44	13.3%	
AUS Leg, bnls	1,644,850	\$ 3.91	\$	6,423,177	\$	3.97	\$	5.10	\$	5.10	0.0%	28.5%
AUS Shoulder, Square-cut, bnls	1,591,611	\$ 3.93	\$	6,247,621	\$	4.01	\$	4.56	\$	4.56	0.0%	13.5%
AUS Hindshank, LP	1,377,995	\$ 2.76	\$	3,806,928	\$	2.69	\$	3.55	\$	2.81	-20.8%	4.4%
AUS Leg, bnls, shank-off	1,234,157	\$ 3.90	\$	4,816,990	\$	-	\$	4.86	\$	4.54	-6.6%	
NZ Rack, FR, Cap-off, 12-16 oz	1,004,423	\$ 10.05	\$	10,096,657	\$	11.11	\$	7.97	\$	8.38	5.0%	-24.6%
NZ Rack, FR, Cap-off, 20 oz/up	932,757	\$ 8.60	\$	8,022,179	\$	10.12	\$	7.41	\$	7.53	1.6%	-25.6%
AUS Rack, FR, Cap-off, 20-24 oz	637,951	\$ 8.42	\$	5,368,366	\$	-	\$	8.42	\$	8.43	0.1%	
AUS Rack, FR, Cap-off, 24-28 oz	619,344	\$ 8.03	\$	4,975,165	\$	9.53	\$	9.24	\$	9.30	0.6%	-2.4%
AUS Rack, FR, Cap-off, 28 oz/up	611,734	\$ 8.07	\$	4,936,693	\$	8.38	\$	-	\$	-		
AUS Hindshank, VP	17,648	\$ 3.53	\$	62,334	\$	3.54	\$	-	\$	-		
AUS Rack, FR, Cap-off, 20 oz/dn	11,430	\$ 5.61	\$	64,142	\$	-	\$	-	\$	-		
NZ Rack, FR, Cap-off, 12 oz/dn	10,418	\$ 10.24	\$	106,702	\$	-	\$	7.90	\$	7.50	-5.0%	
Subtotal	24,997,038	\$ 4.85	\$	121,333,682	\$	4.49	\$	4.84	\$	4.86	0.5%	8.3%

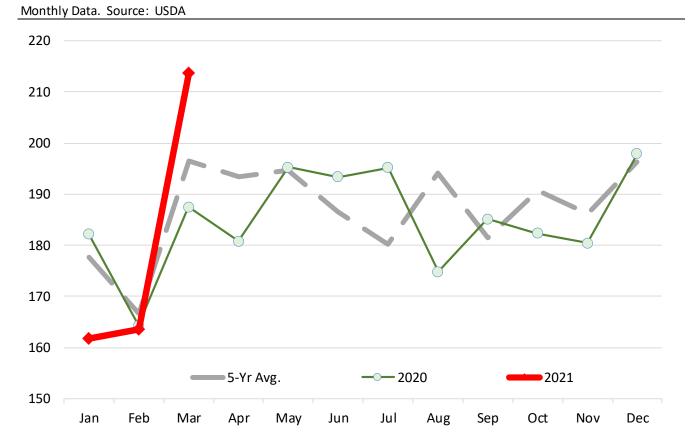
Please note that the prices, volume and sales value reported above represents only subset of total US lamb imports. It only reflects the data reported through the Mandatory Price Reporting System. It is only for negotiated sales, no formula sales. Trade from smaller importers and traders is not included in the summary above. Data that does not meet the confidentiality guidelines also is not included in the above table.

Lamb & Sheep Slaughter. Monthly. '000 Head

	2016	2017	2018	2019	2020	2021	5-Yr Avg.	% ch Yr Ago	% ch 5-Yr Avg.
Jan	160.8	177.4	180.6	187.2	182.2	161.8	177.6	-11.2%	-8.9%
Feb	176.1	159.4	164.3	168.7	164.3	163.6	166.6	-0.4%	-1.8%
Mar	206.5	196.3	201.5	190.4	187.5	213.7	196.4	14.0%	8.8%
Apr	189.8	179.7	181.5	235.7	180.8		193.5		
May	185.7	180.8	201.8	210.0	195.3		194.7		
Jun	195.9	187.7	180.6	175.4	193.4		186.6		
Jul	170.2	166.9	180.0	188.6	195.2		180.2		
Aug	193.4	194.6	205.4	202.9	174.8		194.2		
Sep	194.0	176.4	172.2	179.3	185.1		181.4		
Oct	181.6	183.5	199.9	206.0	182.3		190.7		
Nov	186.9	187.4	195.3	181.0	180.4		186.2		
Dec	197.0	188.1	201.8	196.5	197.9		196.3		

Source: USDA

Lamb & Sheep Slaughter. Monthly. '000 Head

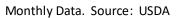


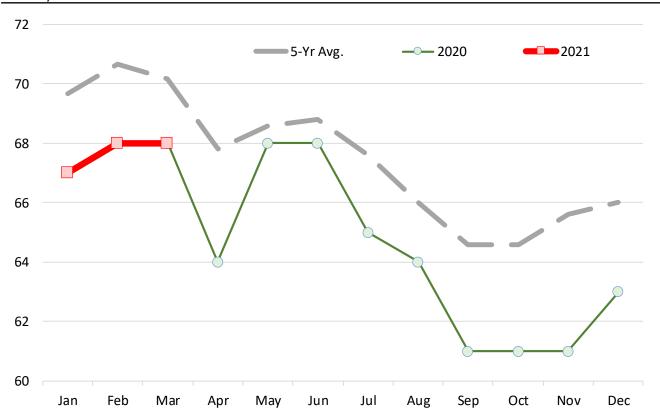
Lamb and Yearling Dressed Weights. Monthly. Avg. Pounds per Carcass

	2016	2017	2018	2019	2020	2021	5-Yr Avg.	% ch Yr Ago	% ch 5-Yr Avg.
Jan	71.00	71.00	73.00	69.00	67.00	67.00	69.67	0.0%	-3.8%
Feb	73.00	72.00	74.00	69.00	68.00	68.00	70.67	0.0%	-3.8%
Mar	70.00	72.00	72.00	71.00	68.00	68.00	70.17	0.0%	-3.1%
Apr	70.00	67.00	71.00	67.00	64.00		67.80		
May	72.00	67.00	70.00	66.00	68.00		68.60		
Jun	69.00	68.00	71.00	68.00	68.00		68.80		
Jul	69.00	68.00	70.00	66.00	65.00		67.60		
Aug	66.00	67.00	68.00	65.00	64.00		66.00		
Sep	64.00	66.00	69.00	63.00	61.00		64.60		
Oct	65.00	66.00	67.00	64.00	61.00		64.60		
Nov	67.00	68.00	68.00	64.00	61.00		65.60		
Dec	68.00	69.00	67.00	63.00	63.00		66.00		

Source: USDA

Lamb and Yearling Dressed Weights. Monthly. Avg. Pounds per Carcass



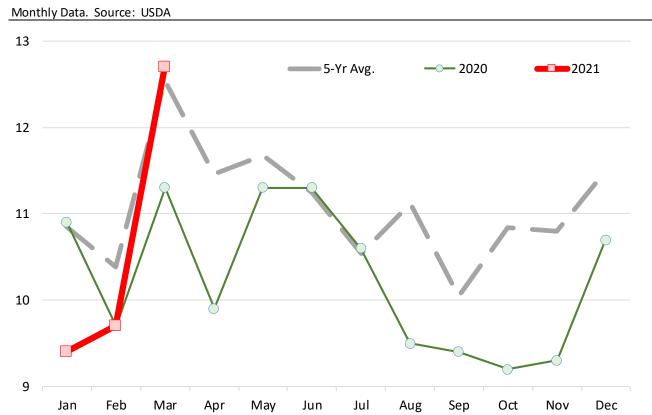


Lamb Yearling Production. Monthly. Carcass Wt. Basis. Million Lb.

	2016	2017	2018	2019	2020	2021	5-Yr Avg.	% ch Yr Ago	% ch 5-Yr Avg.
Jan	10.30	11.40	11.70	11.40	10.90	9.40	10.85	-13.8%	-13.4%
Feb	11.60	10.40	10.80	10.10	9.70	9.70	10.38	0.0%	-6.6%
Mar	13.20	12.70	13.30	12.10	11.30	12.70	12.55	12.4%	1.2%
Apr	11.80	10.40	11.50	13.70	9.90		11.46		
May	12.00	10.50	12.50	12.10	11.30		11.68		
Jun	12.10	11.30	11.20	10.30	11.30		11.24		
Jul	10.50	9.90	11.00	10.70	10.60		10.54		
Aug	11.50	11.60	11.90	11.10	9.50		11.12		
Sep	10.90	10.10	10.10	9.70	9.40		10.04		
Oct	10.70	10.90	11.90	11.50	9.20		10.84		
Nov	11.30	11.40	11.80	10.20	9.30		10.80		
Dec	12.10	11.80	11.90	11.00	10.70		11.50		

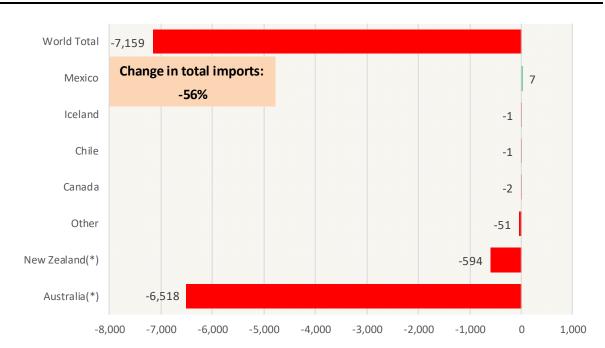
Source: USDA

Lamb Yearling Production. Monthly. Carcass Wt. Basis. Million Lb.



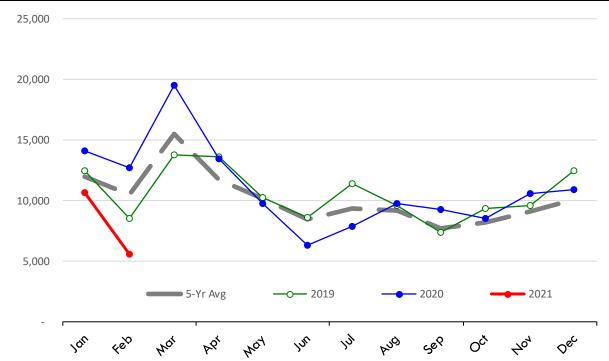
Y/Y Ch. in Feb. 21 vs. Feb. 20 US Mutton, Goat, Lamb Imports

Source: USDA/FAS Units: Metric Tons



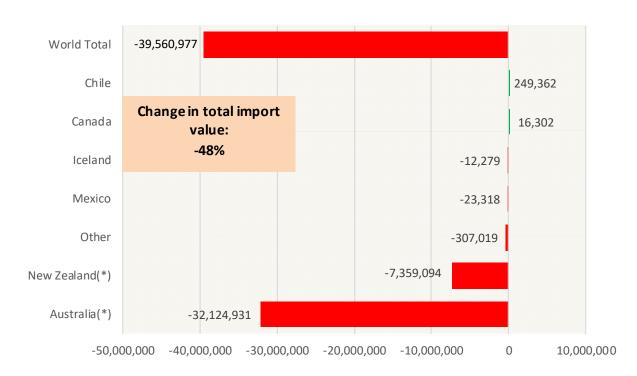
Quantity of US Imports of Fr/Frz Mutton, Goat, Lamb: World Total

Source: USDA/FAS. Units: Metric Ton. Analysis by: Steiner Consulting (800.526.4612)



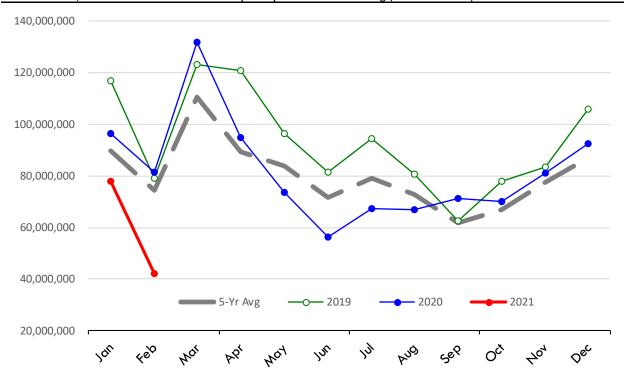
Y/Y Ch. in Feb. 21 vs. Feb 20 US Mutton, Goat, Lamb Import Value (\$)

Source: USDA/FAS Units: US Dollars



\$ Value of US Imports of Fr/Frz Mutton, Goat, Lamb: World Total

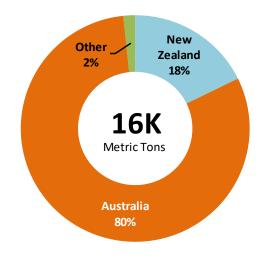
Source: USDA/FAS. Units: US Dollars. Analysis by: Steiner Consulting (800.526.4612)

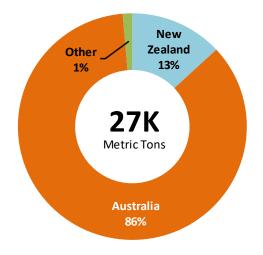


TOP US LAMB IMPORT MARKETS IN 2021 TOP US LAMB IMPORT MARKETS IN 2020

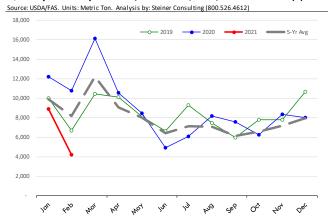
Total Volume and Country Shares for Period Jan - Feb 2021, MT

Total Volume and Country Shares for Period Jan - Feb 2020, MT

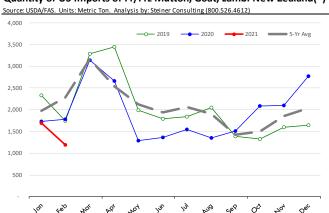




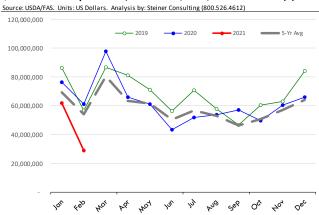
Quantity of US Imports of Fr/Frz Mutton, Goat, Lamb: Australia(*)



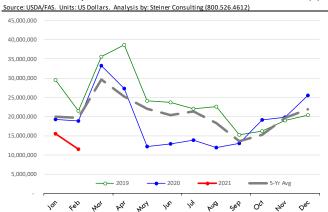


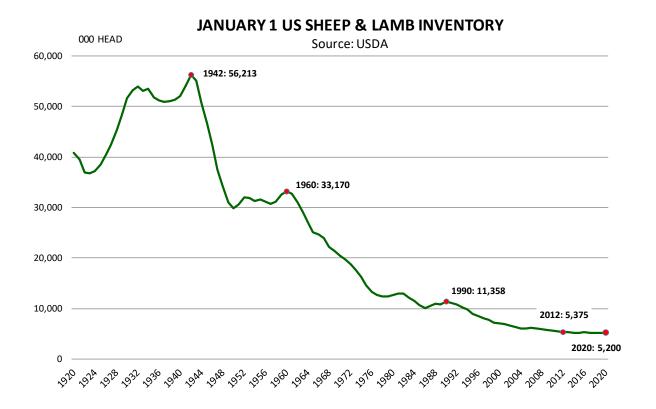


\$ Value of US Imports of Fr/Frz Mutton, Goat, Lamb: Australia(*)

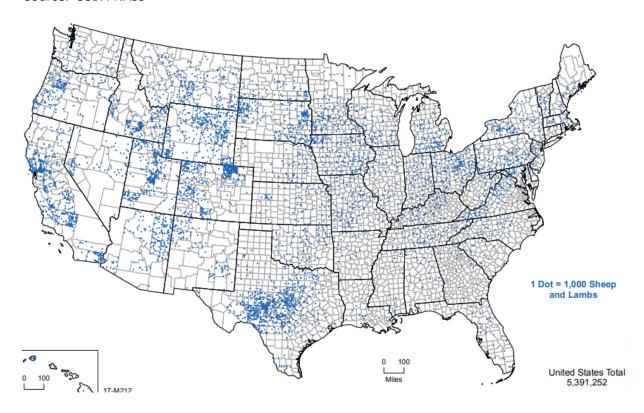


\$ Value of US Imports of Fr/Frz Mutton, Goat, Lamb: New Zealand(*)





Lamb and Sheep Inventory According to the 2017 Census of Agriculture Source: USDA-NASS



Data Source: USDA-NASS

SHEEP AND LAMB NUMBERS JANUARY 1, 2021

